



Procurement Innovation for Cloud Services in Europe

# PICSE Results

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# Procurement Innovation for Cloud Services in Europe

## TOP FIVE OBJECTIVES



## Who is PICSE for?



Public Research Organisations



Libraries

## Stay Tuned!



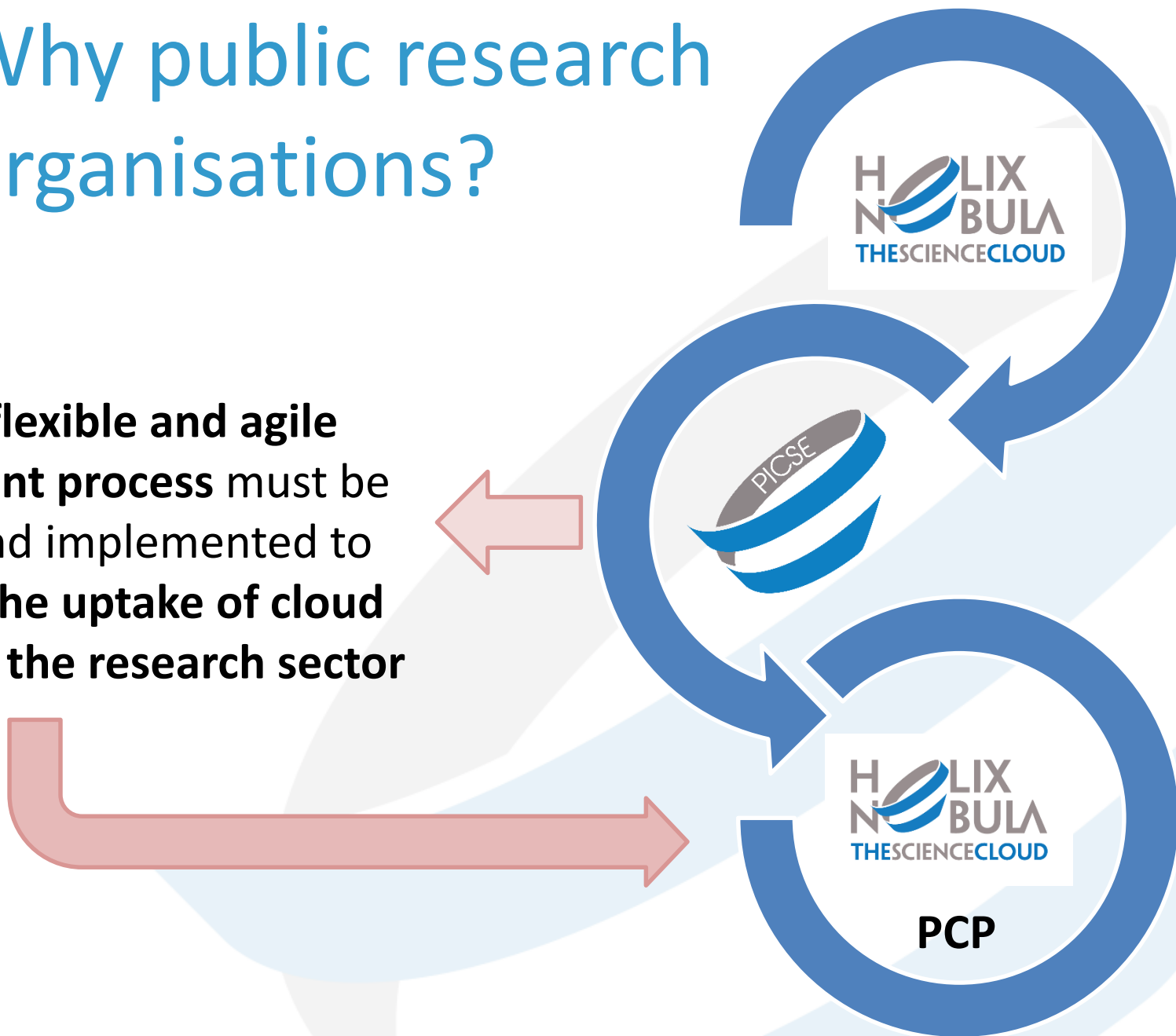
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# Why public research organisations?

A more **flexible and agile procurement process** must be created and implemented to **speed up the uptake of cloud services for the research sector**



# Major challenges

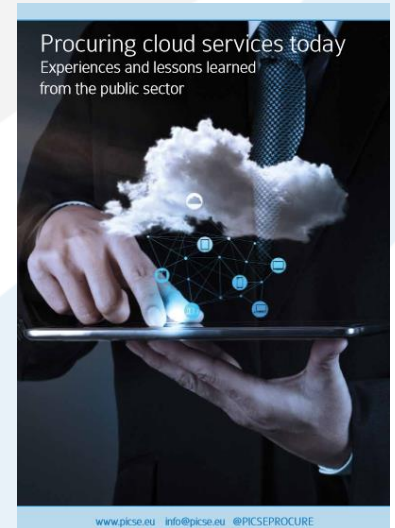
1. **Cloud computing is disrupting the way IT resources are provisioned**
2. **In-house resources, publicly funded e-infrastructure and commercial cloud services are not integrated** to provide a seamless environment
3. Current **organisational and financial models are not appropriate** anymore
4. The new way of **procuring cloud services is also a matter of skills and education**
5. **Legal impediments exist**





# The consultation process

Gathering use cases and best practices to increase knowledge



<http://dx.doi.org/10.5281/zenodo.46973>

## D3.2 Procurement Best Practices



# PICSE Wizard: Cloud service procurement made easy

➤ An easy-to-use web-based service to help **public research organisations** make informed decisions about how to procure cloud services

➤ Who is it for?



Procurement officials

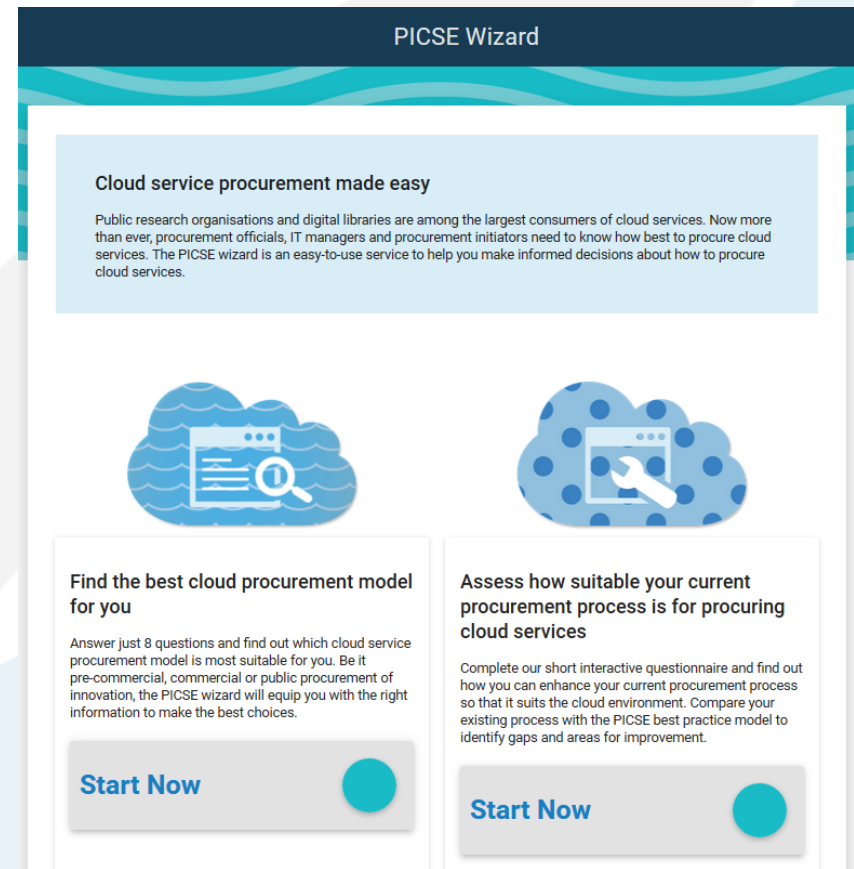


IT managers



Procurement initiators

willing to procure cloud services through a tender procedure



[wiz.picse.eu](http://wiz.picse.eu)



# Wizard - Two main functions



Find the best cloud procurement model



Assess how suitable your current procurement process is for procuring cloud services

[wiz.picse.eu](http://wiz.picse.eu)



# It's time to turn knowledge acquired into concrete actions

October 2014

March 2015  
**Cloud procurement  
Barriers Report**

June 2015  
**Research Procurement  
Model**

July 2015  
**Procuring cloud  
services today**

September 2015  
**PICSE Wizard  
wiz.picse.eu**

January 2016  
**Cloud procurement  
best practices for  
public sector**

← **CONSULTATION WITH KEY  
STAKEHOLDERS** →



wiz.picse.eu  
**MAKE YOUR CLOUD  
PROCUREMENT EASY:  
TRY IT NOW!**

All documents are available at  
<http://www.picse.eu/publications/deliverables>





# The PICSE Roadmap

## **It is the major lasting legacy of PICSE**

- Provides a **landscape of cloud procurement** in the European public research sector;
- **Makes relevant recommendations regarding procurement of cloud services** for public research organisations in Europe;
- **Provides a guide to cloud procurement**, supported by best practices adopted worldwide
- **Proposes actions within the pillar three of the Digital Single Market Strategy** which focus on maximising the growth potential of the digital economy



# Who is it for?



## **PUBLIC RESEARCH ORGANISATIONS**

(the demand-side)



## **CLOUD SERVICE PROVIDERS**

(the supply-side)



## **POLICY MAKERS**

(the regulators)



# PICSE Call to Action



Competences and organisational culture



Innovation in procurement and services



Stimulating the research cloud ecosystem




Moving towards commoditisation



Validating the benefits

# PICSE Call to Action for PROs




- Build internal competences and share needs & best practices

- Adopt cloud standards & use standard contract templates and SLAs




- Review internal procurement policies & make tenders friendly for agile companies including SMEs


- Encourage innovation and competition



- Engage the industry and manage relationships with multiple suppliers



Implement pay-per-use procedures



Experiment in the cloud through free trials and small pilots



# PICSE Call to Action for CSPs



Invest in easy end-user interfaces and in training next generation of researchers



- Engage with demand side to understand the needs of the market.
- Create a working economy between suppliers rather than always competing



Establish transparent cloud pricing within clear and publicly available service descriptions



Offer free, standalone tests



# PICSE Call to Action for Policy Makers



Educating buyers and consumers on cloud computing



Establish a cloud chapter in the European Assistance For Innovation Procurement (EAFIP)



Create a unique European catalogue of cloud service providers and related services for science



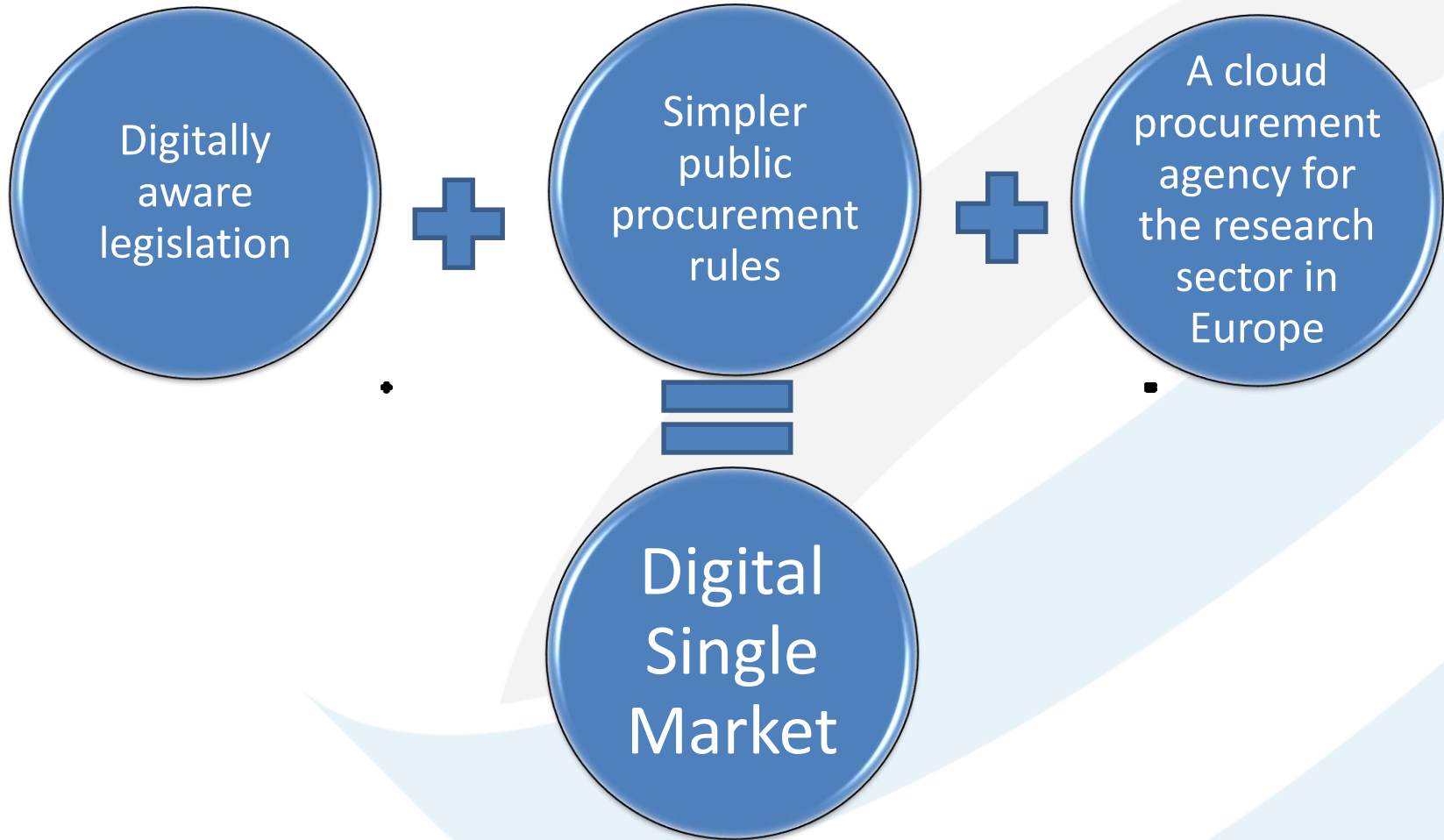
Enable construction of a bottom-up federated cloud for commodity services



- Use the INFRADEV-04-2016 call to pilot a federated IaaS cloud ecosystem
- Establish calls for joint procurement actions focused on SaaS and PaaS services



# PICSE Call to Action



**Long-term harmonisation for the Digital Single Market**



# PICSE Roadmap: a joint collaborative effort

## Have your say – Contribute to the PICSE Roadmap on Cloud Service Procurement for Public Research Organisations!

The PICSE Roadmap highlights the existing challenges, barriers and trends in procuring cloud services. In addition it presents a precise Call for Action for the three major stakeholders involved in the cloud procurement process: Public Research Sector Organisations (the demand-side), Cloud Service Providers (the supply-side) and Policy Makers (the regulators). Key themes of the call to action:

Competences and organisational culture | Innovation in procurement and services | Stimulating the research cloud ecosystem |  
Moving towards commoditisation | Validating the benefits

We are looking for additional contributions to the Roadmap. If you want to contribute you just need to drop us an email at [info@picse.eu](mailto:info@picse.eu). All the contributors will become part of the Editorial Team of the PICSE Roadmap. Take now the chance to have your say!

**Deadline to submit a contribution is 31 March 2016**

**Become a contributor now!**

**Submit your request at [info@picse.eu](mailto:info@picse.eu)**

We will give you access to the draft version of the Roadmap so that you can provide your feedback!





# Thank you – Questions?



## Contact us:

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